

PART VII

FARM MARKETING AND EXPENDITURES

Transportation Facilities

Located on the navigable Columbia River and served by three railroads, Pasco is a major inland transportation center of the Pacific Northwest and is the focal point for most shipping in and out of Franklin County. Highway mileages to other northwest cities are: Seattle, 236; Spokane, 153; Portland, 220; Vancouver, B.C., 363; and Boise, 295 miles.

The Port of Pasco, in operation since 1941, handles the largest freight tonnage of any public port on the Columbia River above Portland. Grain and other goods are barged downriver to Portland and other coastal ports. Upriver shipments from coastal ports are redistributed via truck and rail to inland destinations.

The Northern Pacific Railway reaches Pasco from the Yakima Valley, then runs north through the central Franklin County towns of Eltopia, Mesa, and Connell to Spokane and points beyond. Branch lines run to Moses Lake, Davenport, Dayton and Walla Walla. A large electronic freight classification yard is located in Pasco. The Spokane, Portland, and Seattle Railway travels up the Columbia River to Pasco, up the Snake to Farrington, then to Spokane. Union Pacific Railroad's route also follows the Columbia to Pasco, then up the Snake and Palouse Rivers to Spokane. Branch lines connect Connell, Kahlotus, Washtucna, and other towns. All railroads provide adequate sidings along their routes for loading grain, potatoes, beans, livestock and other commodities.

An extensive road network in the county facilitates trucking of farm products. U.S. Highway 410 passes through the southern tip from east to west at Pasco. U.S. 395 travels north from Pasco through Eltopia and Connell to Spokane. Connecting state highways include Routes 24, 260, 17, and 170. County and other roads cover all major areas of the county. Thirty-six percent of farms in the county in 1959 were on gravel or other improved roads. Seven major freight truck lines operate out of Pasco.

Marketing Crops

The largest agricultural marketing activity in the county is the handling and shipping of field crops, which account for nearly three-fourths of the value of all farm products sold. Marketing wheat and other small grains involves transferring over five million bushels annually from growers to elevators, mills, and feeders.

Much of the county's wheat crop moves by truck to Pasco where it is loaded on barges bound for Portland and other terminals for export. Other wheat goes to country elevators for shipment by rail and truck to domestic markets in Seattle, Spokane, and out-of-state. Most wheat is of the soft, white varieties used in bakery goods and pasteries rather than for bread. Facilities within the county for handling and storing grain are provided by five different companies having a total of 12 warehouses at nine different locations. The combined storage capacity of these houses added up to 1,800,000 bushels in 1965.

Most barley goes for livestock feed--very little malting barley is raised in

Washington. Some is used locally, with the rest going to elevators and dealers, then to feed companies. Rye, classed as a food grain, is largely fed to livestock. Nearly all the oat crop is fed to livestock, mostly on the farm where grown. Alfalfa hay is either fed on the farm where grown, sold to feedlots in the Columbia Basin, or shipped to western Washington's dairy area.

Table 37. Public Grain Warehouses in Franklin County Licensed for the Period July 1, 1965 to June 30, 1966.

Warehouse Company	Location	Number of Houses	Commodity
Connell Grain Growers, Inc.	Connell	2	Barley, wheat
" " " "	Frischknecht	1	Wheat
" " " "	Eltopia	1	Wheat
" " " "	Mesa	1	Wheat
" " " "	Sulphur	1	Wheat
Louis Dreyfus Corp.	Windust	1	Wheat
Kahlotus Coop. Elevator Co.	Kahlotus	2	Grain
Sun Basin Growers, Inc.	Basin	2	Grain
Washtucna Grain Growers, Inc.	Sperry	1	Wheat

Source: State of Washington Department of Agriculture, Olympia.
Public Grain Warehouses Licensed for Period July 1, 1965 to
June 30, 1966

For crops that lend themselves to either fresh or processed form, the current trend is for an increasingly larger proportion to go for processing. Although most of the county's potatoes go to buyers in Pasco, Kennewick, Othello, and the Yakima Valley for fresh market, an increasing amount is being sold to processing plants in Othello and other Basin towns. Eventual markets for processed potatoes, in the form of potato chips, french fries, hash browns, and canned potatoes, are in the Midwest, South, East and along the West Coast. New processing, packing, and storage facilities are planned at Pasco. Most of Franklin County's potatoes are planted early and dug in July, August, and September.

Nearly all sweet corn, green peas for processing, and asparagus grown in the county go to processors in the Yakima Valley. Onions are sold through produce houses at Moses Lake or in the Yakima Valley. Most watermelons are shipped to fresh markets outside the county or consumed locally.

Oil is extracted from peppermint and spearmint in local distilleries and sold to buyers in the Yakima Valley. From here the oil goes through a refining process and is resold to eastern buyers for use as food flavoring and in medicinal products.

Dry peas are sold through dealer-cleaners in Othello, Moses Lake, Warden, and other Columbia Basin towns. Dry beans are also sold to buyers in the Basin. Most field corn is either used as feed on the farm where grown or sold locally to feed companies. Sugar beets are harvested late in the fall, as cooling improves their storage quality. They then move by truck to railroad assembly points for shipment to refineries at Moses Lake and Toppenish. Seed crops are sold to cleaners and dealers in the Columbia Basin and Yakima Valley.

Tree fruit production is minor and is mostly consumed by local fresh markets. The remainder is sold to buyers in the Yakima Valley. Most of the grape crop goes to Yakima Valley buyers for conversion to juice concentrate and wine.

Marketing Livestock and Dairy Products

Only a small minority of cattle fed on Columbia Basin Project lands originates there. Some feedlot cattle are bought through country buyers from calf producers on dryland ranches in eastern Franklin and neighboring counties. Others come from auction yards in Pasco, Othello, Moses Lake, Walla Walla, and Toppenish. Most feedlots are small operations run by farmers in conjunction with other farm activities. The relatively small number of commercial feeders, however, along with a few large farm feedlots, feed a majority of the cattle. Large feedlots (having at least 1,000 head capacity) have been established at Pasco and Connell.

Most finished animals are sold from feedlots to packers in Pasco, Ellensburg, Toppenish, Yakima, Seattle, Tacoma, and Spokane. Remaining fed cattle are sold through auctions in the Columbia Basin and Yakima Valley. There is a state inspected slaughterhouse at Pasco and federally inspected houses are located at Toppenish and Yakima. In addition to local cattle, these plants also slaughter animals from Montana, Idaho, and Oregon. Most finished cattle are federally graded after slaughter and most attain choice grade.

Lambs fed in lots at Mesa, Eltopia, and Pasco are sold live in Spokane and Ellensburg. Few are slaughtered in the county. Most wool is marketed in Portland.

Dairy farmers now are selling proportionately more whole milk and less cream as an expanding urban population has increased the market for whole milk. Processing, bottling, and distribution facilities have been established in the Tri-Cities area. Milk surplus to local demand is marketed in Oregon.

Per capita egg consumption in the United States averages about 27 dozen per year. To meet this average, poultry men in Franklin County would have to produce 630,200 dozen eggs annually to feed the number of residents present in 1960. Sales in 1959 were less than one-sixth of this figure. The majority of eggs and chickens consumed by county residents originates in other areas.

Value of Farm Products Sold

Income to Franklin County farmers from sale of farm products has made spectacular gains; from \$4,765,231 in 1949 to \$8,659,404 in 1954, to \$13,901,871 in 1959. Revenue from all crops sold accounted for about three-fourths of the 1959 income, as compared to one-fourth from sale of livestock and livestock products.

Crop sales increased nearly threefold in value during the same ten year period, from \$3,582,044 to \$7,922,839, to \$10,305,160. Field crops, the main source of Franklin County agriculture, brought in 98 percent of the total crop value in 1959. The remaining 2 percent was from sale of fruit and nuts, vegetables, and forest and horticultural specialty products.

Revenue from sale of livestock products took a slight drop between 1949 and 1954, from \$842,700 to \$736,565, then spiraled up to \$3,596,711 in 1959. The recent increase primarily reflects the expansion in cattle feeding operations. Of the \$2,763,833 brought in from sale of livestock and livestock products other than dairy and poultry in 1959, \$2,238,489 came from cattle and calves sold alive. Dairy product sales contributed \$795,271 and poultry and poultry products, \$37,607 in 1959.

Table 38. Value of Crops Marketed from Franklin County Farms, 1959.

Crops Marketed	Value (dollars)	Percent of all Crops Sold
Fruit and nuts	11,916	1.5
Vegetables	46,840	0.4
Field Crops other than vegetables, fruit and nuts	10,095,207	98.0
Forest products and horticultural specialties	13,944	0.1
Total value to farmers of crops sold	10,305,160	100.0

Source: U.S. Census of Agriculture, 1959. Data are based on reports from a sample of farms.

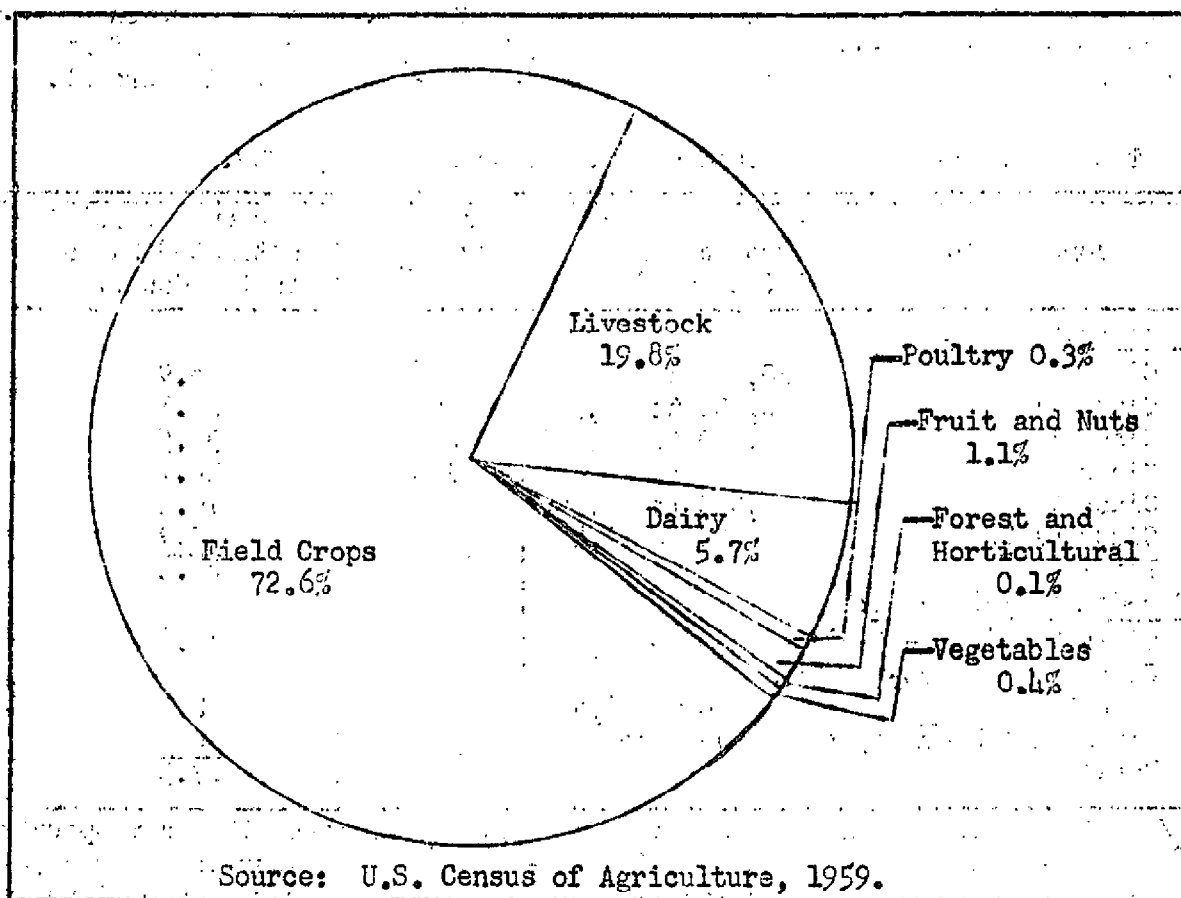


Figure 13. Cash Farm Income Sources, Franklin County, 1959

Table 39. Value of Livestock and Livestock Products Marketed from Franklin County Farms, 1959.

Class of Livestock and Products Sold	Amount Received by Farmers (dollars)	Percent of Total Amount
Livestock and livestock products, other than poultry and dairy	2,763,833	76.8
Dairy products	795,271	22.1
Poultry and poultry products	37,607	1.1
Total Value to farmers of livestock and livestock products sold	3,596,711	100.0

Source: U.S. Census of Agriculture, 1959. Data are based on reports from a sample of farms.

Eighty-three percent of Franklin County farms were classed as commercial by the 1959 Census of Agriculture. Nine percent sold \$40,000 worth of farm products or more, and 54 percent sold products worth at least \$10,000. The proportion of farms classed as non-commercial--those earning from \$50 to \$2,499 from sale of farm products and operated on a part-time or retirement basis--amounted to 17 percent.

Table 40. Farms by Economic Class, Franklin County, 1959.

Economic Class	Value of Farm Products Sold (dollars)	Number of Farms <u>1/</u>	Percent of Total Estimated Farms in the County
<u>Commercial Farms:</u>			
Class I	40,000 and over	66	8.9
Class II	20,000 to 39,999	105	14.1
Class III	10,000 to 19,999	227	30.5
Class IV	5,000 to 9,999	135	18.1
Class V	2,500 to 4,999	76	10.2
Class VI <u>2/</u>	50 to 2,499	5	0.7
Total		614	82.5
<u>Non-Commercial Farms:</u>			
Class VII (Part-time)	50 to 2,499	110	14.8
Class VIII (Part-retirement) <u>3/</u>	50 to 2,499	20	2.7
Class IX (Abnormal) <u>4/</u>	any amount	0	0
Total		130	17.5

1/ Estimated from data for a sample of farms. 2/ Provided the farm operator was under 65 years of age and (1) off-farm work was less than 100 days annually, and (2) outside income was less than that from sale of farm products. If (1) or (2) did not apply farm was called Class VII.

3/ Farm operator 65 years old and over. 4/ All institutional farms and Indian reservations.

Source: U.S. Census of Agriculture, 1959.

Farm Expenditures

As agricultural activity and income have expanded, expenses have done likewise. On the basis of a 20 percent sample taken by the Census of Agriculture, \$4,233,097 was spent by Franklin County farmers in 1959 for buying and feeding livestock,

machine hire, labor, petroleum products, seed and planting stock. This figure equalled 30 percent of the income from sale of farm products.

Purchases of livestock and poultry totaled \$1,034,638, distributed among 352 farms. This exceeded any other of the specified expenses and reflects the growth of cattle feeding operations. The next most costly items were hired labor and petroleum products, totaling \$969,446 and \$736,731, respectively. County farmers spent another \$719,130 for livestock feed, \$503,565 for machine hire and \$269,587 for seed and planting stock.

Table 41. Specified Farm Expenditures in Franklin County, 1959.

Type of Expenditure	Number of Farms	Expenditure for All Farms (dollars)	Average per Farm (dollars)
Feed for livestock and poultry	491	719,130	1,465
Purchase of livestock and poultry	352	1,034,638	2,939
Machine hire	514	503,565	980
Hired labor	475	969,446	2,041
Gasoline, other petroleum products	734	736,731	1,004
Seeds, bulbs, trees and plants	392	269,587	688
Total Expenditures	739	4,233,097	5,728

Source: U.S. Census of Agriculture, 1959. Data are based on reports for only a sample of farms.

Fertilizer and Lime

Fertilizer was applied in the amount of 9,416 tons to 138,084 acres, or 23 percent of Franklin County's farmland, in 1959. Wheatland received 3,166 tons, more than any other individual crop. Per acre applications for wheat, however, were less than for all other crops except barley. Rates for sugar beets, at an average of 759 pounds per acre, were greater than for any other crop. Only 45 acres were treated with lime--the natural alkalinity of semi-arid soils generally makes addition of lime unnecessary.

Table 42. Use of Commercial Fertilizer and Lime on Cropland and Pasture, Franklin County, 1959.

Type of Land Fertilized	Number of Farms	Acres Fertilized		Amount and Type			Total (per acre)
		Total	Percent of Total	Liquid (tons)	Dry (tons)	Total (tons)	
Fertilizer:	582	138,084	100.0	4,030	5,386	9,416	136
Hay and cropland pasture	208	6,965	5.0	115	639	754	217
Other pasture	52	475	0.3	18	54	72	303
Wheat	369	84,801	61.4	2,163	1,003	3,166	75
Barley	112	16,002	11.6	357	76	433	54
Sugar beets	122	1,653	1.2	259	368	627	759
Other crops	428	28,188	20.4	1,118	3,246	4,364	310
Lime (all land)	1	45	0.03	--	35	35	1,555

Source: U.S. Census of Agriculture, 1959. Data are based on reports from a sample of farms.